

Next Generation Rail Supply Chain Connectivity Forum

Date: February 8, 2012 Location: Woodlake Hotel, Sacramento, CA

8:00 am	Registration and Continental Breakfast
9:00 am	Welcome Remarks and Speaker Introductions Forum Facilitator: Dave Stieren, NIST MEP
9:10 am	US DOT and US DOC Keynotes Kevin Kesler, Chief, Rolling Stock R&D, U.S. DOT Federal Railroad Administration (FRA) Aimee Dobrzeniecki, Deputy Director, NIST Manufacturing Extension Partnership (MEP)
9:40 am	Next Generation Rail Equipment Keynotes: The Opportunity Space and Domestic Supply Chain Kevin Kesler, U.S. DOT FRA Malcolm Dougherty, Acting Director, CALTRANS
10:10 am	Q&A – The Opportunity Space and Domestic Supply Chain
10:25 am	Break One-on-one scheduling
10:40 am	OEM Panel 1 Alstom, ElectroMotive Diesels, Siemens, Talgo To include intro to products, supply needs, supply requirements
11:00 am	Q&A – OEM Panel 1
11:15 am	OEM Panel 2 Bombardier, GE Transportation, MotivePower, Nippon Sharyo, To include intro to products, supply needs, supply requirements
11:35 am	Q&A – OEM Panel 2
11:50 am	Lunch and One-on-one scheduling
1:00 pm	Supplier Panel 1 – Traditional Rail Suppliers Knorr Brake Corp, RailPlan International, WABTEC To include rail supply products, benefits, requirements, certifications, markets/customers served, and supply chain issues/needs
1:15 pm	Q&A – Supplier Panel 1
1:30 pm	Supplier Panel 2 – Non-Traditional, Potential Suppliers Electro-Mech Components, General Foundry Services, Integrated Composites To include address of motivation for supply interest / target business results, known barriers and other concerns/unknowns
1:45 pm	Q&A – Supplier Panel 2
2:00 pm	Break One-on-one Scheduling
2:15pm	Supply Chain Connectivity – Discussion of OEM and Supplier Panel Issues Dave Stieren, Moderator Kevin Kesler, U.S. DOT FRA Bill Bronte, Chair Section 305 Committee
3:15 pm	Next Steps and Intro to One-on-One Sessions
3:30 pm	One-on-One Meetings among Car Builders, OEMs, Suppliers (10 minutes each) See Description – Next Page Networking (3:30pm – 7:00pm) Reception starts at 5:00pm
3:45 pm	CLOSING REMARKS Honorable Ray LaHood, Secretary of Transportation

**Next Generation Rail Supply Chain Connectivity Forum
One-on-One Meetings among Car Builders, OEMs, Suppliers**

- Ten minute introductory, private meetings between participating rail car builders / OEMs and prospective suppliers.
- Participating manufacturers can include both current suppliers and potential new suppliers.
- These are NOT intended to be deal negotiation meetings – these are private introductory meetings to discuss the basics of participating in these OEMs' supply chains.
- Manufacturers are encouraged to fill out profile sheets provided to them by CMTC prior to attending the Forum.
- Suppliers are encouraged to review OEMs website and information, prioritize their top 2 desired one-on-one meetings and list to meet other OEMs during breaks, lunch and networking prior to the Forum.
- OEMs are encouraged to make themselves available for these meetings and be prepared to discuss the following:
 - In what component, assembly, and product areas they are seeking suppliers.
 - Highlights of what supplying to them means.
 - Near-term supply opportunities
- Manufacturers and OEMs are encouraged to interact in a near-term follow up manner after the Forum relating to specific supply opportunities and business negotiation details.